

COTTAGE FOOD LAW REPORT

Saline County

Missouri · Marshall · FIPS 29195 · Population 23,325 ·
Crosodo Index #1115*

STATE BASELINE

Mo. Rev. Stat. §196.298

STATE TIER

Great

ANNUAL SALES CAP (STATE)

—

CONFIDENCE

MEDIUM

LAST VERIFIED

2026-05-06

IMPORTANT — NOT LEGAL ADVICE

This report compiles publicly-available statutes, regulations, and county zoning rules into a research reference. It is **not legal advice** and is provided **without warranty** as to accuracy, completeness, or current applicability.

Cottage food law changes frequently. Counties may amend zoning, health departments may issue new permits, and state legislatures may update statutes after the publication date shown above.

Always verify rules directly with your state department of health/agriculture and your county health and planning offices before relying on them for any business or regulatory decision. Consult a licensed attorney for advice specific to your situation.

How to start — 60-second path

Saline County, Missouri — permit, pickup, and label steps before the full county rules.

HOME KITCHEN ALLOWED?

Yes

STATE SALES CAP

—

HOME OCCUPATION PERMIT?

Unknown

ON-SITE / PORCH PICKUP?

Yes

INSPECTION

No

PETS

No explicit state-level pet restriction for cottage food operations under Missouri law. Standard sanitation practices recommended.

BEFORE YOU SELL FROM THIS ADDRESS

- ☐ **1. Menu** — Confirm each product under Missouri cottage food rules (county cannot expand a state ban).
- ☐ **2. Pickup & zoning** — Home occupation and porch pickup cells above; HOA/lease may still block customer traffic.
- ☐ **3. Local tax / license** — Business license or sales tax certificate if your city/parish requires it (common even with no state food permit).
- ☐ **4. Training** — Food handler or state registration before market day.
- ☐ **5. Labels** — Disclaimer, allergens, ingredients, net quantity, producer info.
- ☐ **6. Call if unclear** — County health and planning for your exact address.

LABEL FIELDS TO INCLUDE

- ☐ Product name · producer name · address (or allowed alternative)
- ☐ Ingredients by weight · major allergens · net weight/quantity
- ☐ Missouri home-kitchen disclaimer (see live label one-pager)

CONTINUE ONLINE

[Open the live county page →](#)

[Missouri label one-pager →](#)

[Local notes & questions →](#)

Planning path only — not legal advice. Rules change. Always verify with state and local offices before selling.

MISSOURI: SALINE COUNTY

CROSODO INDEX #1115* · FIPS 29195 · Marshall

Saline County

Population 23,325 · State baseline: Mo. Rev. Stat. §196.298 · MEDIUM

QUICK VIEW FOR BAKERS IN THIS COUNTY

HOME KITCHEN ALLOWED?

Yes (Missouri state law (§196.298) permits home kitchen production of nonperishable baked goods, canned jams/jellies, and dried herbs with a \$50,000 annual gross income cap and direct-to-consumer sales only. Internet sales are prohibited under the statute. State law expressly prohibits local health departments from regulating cottage food production (§196.298(3)(1)). No county-specific home occupation permit ordinance was identified for unincorporated Saline County.)

SEPARATE KITCHEN REQUIRED?

No

PETS ALLOWED?

No explicit state-level pet restriction for cottage food operations under Missouri law. Standard sanitation practices recommended.

HOME OCCUPATION PERMIT?

Unknown (No county-level home occupation permit ordinance identified for unincorporated Saline County. Operators in Marshall should check city code separately.)

ON-SITE / PORCH PICKUP?

Yes

INSPECTION REQUIRED?

No (Missouri law expressly bars local health departments from regulating cottage food production (§196.298(3)(1)). No routine inspections. State may investigate foodborne illness complaints.)

Home kitchen rules

HOME KITCHEN ALLOWED

Yes — Missouri state law (§196.298) permits home kitchen production of nonperishable baked goods, canned jams/jellies, and dried herbs with a \$50,000 annual gross income cap and direct-to-consumer sales only. Internet sales are prohibited under the statute. State law expressly prohibits local health departments from regulating cottage food production (§196.298(3)(1)). No county-specific home occupation permit ordinance was identified for unincorporated Saline County.

SEPARATE DEDICATED KITCHEN

No

PET RESTRICTIONS

No explicit state-level pet restriction for cottage food operations under Missouri law. Standard sanitation practices recommended.

WATER SUPPLY

No specific water testing requirement for Missouri cottage food operations.

HANDWASHING

Standard handwashing per GMP; no specific statutory requirement for cottage food.

FOOD STORAGE

Products must be properly stored to prevent contamination. No state-mandated specific storage requirements for cottage food.

Inspection & permitting

INSPECTION REQUIRED

No — Missouri law expressly bars local health departments from regulating cottage food production (§196.298(3)(1)). No routine inspections. State may investigate foodborne illness complaints.

HOME OCCUPATION PERMIT

Unknown — No county-level home occupation permit ordinance identified for unincorporated Saline County. Operators in Marshall should check city code separately.

LOCAL BUSINESS LICENSE

Unknown

Customer-facing rules

ON-SITE CUSTOMER PICKUP	Yes
ON-SITE SIGNAGE	Unknown
DELIVERY / PICKUP RULES	Missouri cottage food law allows direct-to-consumer sales from home and at events/ farmers markets. In-state online sales permitted per 2022 amendment (HB 1697). Home pickup and delivery to customers allowed.
MAX EMPLOYEES IN HOME	No state cap on employees for cottage food operations under §196.298.

Relevant county code

Mo. Rev. Stat. §196.298

RESEARCH NOTES

State baseline applied. No county-specific home occupation zoning ordinance found for unincorporated Saline County. Missouri §196.298 controls. Medium confidence due to absence of county-specific research.

SOURCES VERIFIED AT RESEARCH TIME

<https://www.salinecounty.gov>

<https://revisor.mo.gov/main/OneSection.aspx?section=196.298>

<https://health.mo.gov/safety/foodsafety/pdf/home-based-kitchen-food-prod-guidance.pdf>

Questions about this county? Local notes and a place to leave a question: crosodo.com/nb/missouri/saline-county-discuss

Bordering counties — cottage food law

Regulation	Saline County	Carroll County	Chariton County
HOME KITCHEN ALLOWED	Yes	Yes	Yes
SEPARATE DEDICATED KITCHEN	No	No	No
PETS ALLOWED	No explicit state-level pet restriction for cottage food operations under Missouri law. Standard sanitation practices recommended.	No explicit state-level pet restriction for cottage food operations under Missouri law. Standard sanitation practices recommended.	No explicit state restriction; standard food safety practices apply.
INSPECTION REQUIRED	No	No	No
ON-SITE CUSTOMER PICKUP	Yes	Yes	Conditional
ON-SITE SIGNAGE	Unknown	Conditional	No
DELIVERY / PICKUP	Missouri cottage food law allows direct-to-consumer sales from home and at events/farmers markets. In-state online sales permitted per 2022...	Missouri cottage food law allows direct-to-consumer sales from home, online (in-state shipping as of 2022), and at events/farmers markets. ...	Direct sales at home and in-state delivery. Farmers markets, online sales with in-state delivery allowed since 2022. No interstate sales.
HOME OCCUPATION PERMIT	Unknown	Varies	Yes
LOCAL BUSINESS LICENSE	Unknown	Varies	Varies
RESTRICTIONS	Missouri state law (§196.298) permits home kitchen production of nonperishable baked goods, canned jams/jellies, and dried herbs with a \$50...	Missouri state law (§196.298) permits home kitchen production of nonperishable baked goods, canned jams and jellies, and dried herbs and he...	Missouri Cottage Law is narrow: only nonperishable baked goods, canned jams/jellies, and dried herbs/mixes are permitted. All other foods r...
FOOD STORAGE	Products must be properly stored to prevent contamination. No state-mandated specific storage requirements for cottage food.	Products must be properly stored to prevent contamination. No state-mandated specific storage requirements for cottage food.	Shelf-stable storage for baked goods, jams, jellies, dried herbs.
POPULATION	23,219	8,513	7,417

State context — Missouri cottage food law

Saline County's rules sit on top of Missouri's state cottage food framework. The state law sets the floor — counties can add but cannot remove protections.

STATUTE

Mo. Rev. Stat. §196.298

ANNUAL SALES CAP

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REGISTRATION REQUIRED

No

FOOD HANDLER CERT

No

KITCHEN INSPECTION

No

DIRECT SALES ONLY

Yes

INDIRECT SALES

No — Under §196.298, sales must be directly to consumers from the producer's home. Events, farmers markets, restaurants, retail stores, and roadside stands are not permitted under this law. Internet/online sales are allowed but only if both the producer and buyer are located in Missouri. Local health departments are explicitly prohibited from regulating the production of food at cottage food operations. A separate Missouri statute (individual stands law) allows sales at events and roadside stands in counties that have adopted it, permitting most other nonperishable foods.

For the full state-level analysis including the verbatim statute text, see the [Missouri cottage food law report](#) on Crosodo, or open the live guide: crosodo.com/states/missouri.

STATE-LEVEL REFERENCES

State statute: <https://revisor.mo.gov/main/OneSection.aspx?section=196.298>

State dept cottage food page: <https://health.mo.gov/safety/foodsafety/cottagefood.php>

Forrager.com: <https://forrager.com/law/missouri/>

Questions about Saline County? Local notes and a place to leave a question are on Crosodo. We monitor new threads — start with zoning, permits, or porch pickup.

crosodo.com/nb/missouri/saline-county-discuss

Classifieds

Resources for cottage food & home bakers · crosodo.com/advertise

NATIONAL

SUPPLIES

Advertise here — Supplies

Reach home bakers across the country. crosodo.com/advertise

COURSES

Advertise here — Courses

Reach home bakers across the country. crosodo.com/advertise

INSURANCE

Advertise here — Insurance

Reach home bakers across the country. crosodo.com/advertise

LOCAL

Advertise here

Reach home bakers in Saline County, Missouri. Supply stores, farmers markets, kitchen rentals, and bakery services welcome.

crosodo.com/advertise

Your business here

Local cottage food listings, kitchen rentals, co-packer referrals, and community events — post yours on Crosodo.

crosodo.com/nb/missouri/saline-county-discuss

Free ad space available

Let us know if you're a non-profit or community organization. Farmers markets, kitchen rentals, and cottage food events near you welcome.

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